

Revenue Sources-Enterprise Funds

Shown below are the primary sources of revenue for the four main enterprise departments. The upcoming fiscal year projections begin with an assessment by the respective departments which are then reviewed by the budget office. The review consists of trend analysis, changes in state assumptions, current employment factors, industry growth or decrease, and fee and rate increases. Specific factors for each department are discussed below.

	FY06 Actual	FY07 Budget	FY07 Projection	FY08 Recommended
Parking				
Garage Revenue	\$ 8,551,722	\$ 8,842,843	\$ 8,698,264	\$ 8,895,833
Lot Revenue	965,748	981,400	883,088	943,027
Parking Tickets	2,963,625	2,985,000	2,681,380	2,751,691
Arena Revenue	1,172,936	1,500,000	1,100,000	1,200,000

In FY07, revenue control equipment was installed at Twiggs, Poe, Convention Center, Whiting and Ft. Brooke garages. The new equipment will be fully operational by the start of FY08 resulting in increased operating efficiencies through enhanced revenue accountability and reduced equipment maintenance costs. In FY07 arena revenue was projected at \$1.5 million from more and larger concerts which has not materialized. Accordingly, we are budgeting FY08 at a level that is consistent with FY06 and FY07 projections.

Wastewater

Residential Wastewater Charges	\$ 78,206,213	\$ 76,500,000	\$ 79,000,000	\$ 79,500,000
Wastewater Improvement Charges	926,203	1,000,000	900,000	1,000,000
Interest Earnings - Pooled Cash	1,506,034	1,300,000	1,300,000	1,300,000
Connection Fees	9,684,000	7,900,000	7,900,000	6,200,000

Residential charges, improvement charges and interest earnings are projected to remain stable in FY08. Capacity fee revenue represents new connections which is forecasted to decrease in FY08 due to anticipated continued slowdown in the housing market.

Water

Water Sales	\$ 58,330,973	\$ 56,000,000	\$ 56,500,000	\$ 56,000,000
STAR Water Sales	528,204	750,000	750,000	750,000
Water Sales to Tampa Bay Water	652,238	800,000	518,652	500,000
Interest Earnings - Pooled Cash	2,850,687	2,000,000	2,046,000	2,000,000
Connection Fees	4,061,303	3,500,000	3,500,000	3,500,000
Installation Fees	2,517,643	2,010,000	2,010,000	2,010,000

Water sales, STAR sales, interest earnings, connection fees and installation fees are forecasted to remain stable in FY08. Water sales to Tampa Bay Water are expected to decrease due to extreme drought conditions resulting in a lack of excess water available to sell.

Solid Waste

Residential Collection Fees	\$ 24,399,592	\$ 24,241,090	\$ 24,419,430	\$ 24,503,560
Commercial Collection Fees	26,476,747	25,861,400	26,272,645	26,423,170
Tipping Fees	5,954,306	5,936,020	5,892,585	5,997,110
Compactor / Roll-Off Services	3,174,350	3,010,590	3,108,410	3,134,670
Energy Sales	7,916,182	7,836,000	8,290,020	8,740,432

Increases in energy sales are due mainly to additional revenue generated from the 2006 small power production agreement with TECO, which commenced in January 2007 and allows for the sale of an additional 3.5 megawatts of energy.